## Narayan Dubey

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###### Objective:

To enhance my skills in a work related environment and learn new things that will make me a better professional. Use my talents by putting them into good use for the benefit of the organization that I work for.

#### CAREER CHRONOLOGY

Aromen Hospitality Pvt.Ltd

Role- Area Outlet Manager

* Multi-site management
* Team Building, Training & Leadership(100 staff)
* Brand development & launch, positioning & expansion.
* Innovative sales & marketing strategies.
* Budgeting & cost controls.
* Contract negotiations

S.G Garments (Sep 2014 to July 2016).

Role- Manager (Pune)

* Store Operation (6 Store-2500 sq/ft each str.)
* Team Building, 100+ staff, 6 SM, 6 Ass.SM
* Business Development and Expansion.
* Vendor Management & Negotiations.

Future group FVRL(Star & Sitara) (may2012 to Aug 2014)

Role: Store Manager (Pune/Ahmadabad)

* Role: Department/ Salon Manager (pune/ahmedabad)  
   Responsibilities: delivered a profit of 25% in 2013-14.
* Analyzing business.
* Stock management & shrinkage controlling is major responsibility.
* Handled functioning of salon department in 2 locations.
* New recruiting, Training, motivating & providing update market information.
* Analyzing & implementing new ideas of business.
* Planning different type Marketing & events to boost the business.
* Generate all possible reports which help to analyzing & set new benchmark for business.
* Responsible for growth in terms of Sales and Branding of company.
* Handling Promotions of products of the Company.
* Responsible for growth of company in terms of Profitability.
* Motivate the juniors to achieve targets.

Aromatane cosmetic pvt.ltd (aug2009 to may 2012)

Role: Manager (pune)

* Responsible for promotion of the sales of the products and services that will most benefit the customer-owners.
* Stock handling, Cash handling of departments across the city.
* Setting budgets/targets for executives; communicating with other line managers; reporting back to senior managers; communicating with customers (which may include actual selling); troubleshooting; possibly dealing personally with some important customers.
* Maintaining detailed knowledge of the company's products; keeping abreast with what competitors are doing.
* Handled functioning of 5 stores located in urban area.
* Responsible for recruiting, monitoring and grooming managers.
* Direct wide marketing as well as merchandising operations.
* Training, motivating & providing update market information.
* Strategizing, planning & implementing new ideas of business.
* Exercise checks and controls effectively, for discipline performance.
* Getting implemented companies strategies effectively and feedback. Also built a competent sales mgt. team to achieve sales Targets

Vishal Retail ltd (April 2008-till Jan2009)

Role: FMCG & Lifestyle Executive.(Mumbai)

* + - Handled 16 store in all over Maharashtra from Mumbai office.
* Responsible for purchasing, deal with all vendors.
* Assuring the availability of goods in the right stores, at the right time and at the right price.
* Analyzing sales and margin information. Also setting prices to maximize profits and fulfill sales targets.
* Visiting stores and meeting suppliers to discuss the efficacy of promotions.
* Generate the purchasing order according to the requirement.
* Monitoring sales, margin performance and Store – on daily, weekly and monthly basis.
* Introduction of Seasonal products and planning related events.
* Working on a SAP program.
* Placed orders to restock merchandise and handled receiving of products
* Managed payroll, scheduling, reports, email, inventory, and maintained clientele book and records

L’Oreal India pvt. ltd, January 2006- March 2008   
 Role: Supervisor. (PUNE)

* Handling team of 25 to 30 staff.
* Report Generation as per the head office requirement viz. sale report and various other reports.
* Beauty consultancy
* Appointing new staffs.
* Providing training to newly appointed staffs

#### Educational Qualifications

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| --- | --- | --- |
| Degree | Board / University | Year of Passing |
| B.A(Economics) | University of Pune | 2003 |
| H.S.C. | CBSE Board | 2000 |
| S.S.C | CBSE Board | 1998 |

#### IT Skill

Knowledge of PC hardware includes following list of sections.

* Worked packages like MS office, EXCEL, WORD
* PC Hardware
* Basic knowledge of SAP
* Worked on all windows Operating System.

Salary Expected: As per the industry standards.